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UNIVERSAL RESEARCH LABORATORIES INCORPORATED

2501 UNITED LANE, ELK GROVE VILLAGE, ILL. 60007 • 312-766-6900

February 19, 1973

Mr. David Braun  
Allied Leisure Industries  
1780 W. 4th Ave.  
Hialeah, Florida 33012

Dear Dave:

I thought it might be in order to cover our planned production of the 039 Paddle-Battle Video Control Electronics as we now view it.

FIRST DELIVERIES:

Delivery of the first prototype units - February 26th or before, preceded by release of proven master P.C. artwork by February 20th. This will allow a maximum of 3 calendar weeks for U.R.L. to receive finished P.C. boards from your local source, to enable us to deliver 75 units the week of March 15th and 75 units the week of April 7th. It is extremely important that your P.C. board source maintain deliveries consisting of a minimum of 50 boards daily and can be several days ahead of us.

PARTS RESPONSIBILITY:

Universal will supply the complete, tested P.C. board assembly and parts for the A.C. line filters. Allied will furnish the P.C. board with plated - thru holes at no cost to Universal, and will take full responsibility for P.C. board delivery.

Allied will provide the metal chassis, transformer, edge connect and cable assembly per information supplied by U.R.L.

U.R.L. will purchase the slide switch from Allied.

FINANCIAL:

Allied has advanced a total of \$25,000 to be credited over the first 500 units shipped by Universal and has posted a \$50,000 guarantee or irrevocable Letter of Credit to one of Universal's suppliers (Hamilton-Avnet) as a 60-day back-up should Universal not pay invoices.

In addition, a \$50,000 irrevocable Letter of Credit will be issued to Universal effective March 1st to partially guarantee the receivable for a period of 4 months, and only in the event U.R.L.'s invoices are not paid within 60 days.

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Last but not least, our bank (American National) requires a letter from Allied stating the \$25,000 advance will not be used to credit current receivables, only the first 500 Video Control Systems shipped on your P.O. #5855.

With luck and early P.C. boards we may ship early.

Best regards,

A handwritten signature in dark ink, appearing to read 'Bill', with a stylized flourish at the end.

William E. Olliges  
President

WEO:jh  
cc; R. Haliburton  
E. Polanek